

## Smokecraft Clarendon LLC

## Profit and Loss

August 2024

	TOTAL	
	AUG 2024	% OF INCOME
Income		
All Sales, Comps and Discounts		
5100 Food Sales	164,978.15	89.07 %
5110 Goodwill Comps	-149.07	-0.08 %
5115 Goodwill Bar Comps	-422.95	-0.23 %
5120 Guest Complaint Comps	-138.70	-0.07 %
5131 50% Employee Discounts	-462.66	-0.25 %
5150 Discounts Marketing	-47.50	-0.03 %
5160 Dining Privileges (mgr/chef)	-182.25	-0.10 %
5180 NA Beverage	4,265.62	2.30 %
5210 Liquor Sales	9,073.00	4.90 %
5220 Wine Sales	1,594.00	0.86 %
5230 Bottled Beer Sales	455.50	0.25 %
5240 Draft Beer Sales	5,746.00	3.10 %
<b>Total All Sales, Comps and Discounts</b>	<b>184,709.14</b>	<b>99.72 %</b>
Other Income and Expense		
5300 Sundry Sales	335.00	0.18 %
5910 Service Charge Revenue - Catering	178.19	0.10 %
<b>Total Other Income and Expense</b>	<b>513.19</b>	<b>0.28 %</b>
<b>Total Income</b>	<b>\$185,222.33</b>	<b>100.00 %</b>
Cost of Goods Sold		
Cost of Sales		
6110 Meat Cost	24,542.68	13.25 %
6120 Poultry Cost	4,645.02	2.51 %
6130 Seafood Cost	598.20	0.32 %
6140 Dairy Cost	5,128.15	2.77 %
6150 Produce Cost	4,734.35	2.56 %
6160 Bakery Cost	3,206.82	1.73 %
6170 Grocery Cost	9,167.07	4.95 %
6180 NA Beverage	2,005.41	1.08 %
6210 Liquor Cost	1,751.27	0.95 %
6220 Wine Cost	209.88	0.11 %
6230 Bottled Beer Cost	438.18	0.24 %
6240 Draft Beer Cost	1,547.00	0.84 %
<b>Total Cost of Sales</b>	<b>57,974.03</b>	<b>31.30 %</b>
<b>Total Cost of Goods Sold</b>	<b>\$57,974.03</b>	<b>31.30 %</b>
<b>GROSS PROFIT</b>	<b>\$127,248.30</b>	<b>68.70 %</b>
Expenses		
A. Payroll Expenses		
6310 Management Salaries	14,461.54	7.81 %

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6311 Direct Labor - FOH	3,408.46	1.84 %
6312 Overtime Labor - FOH	1,118.57	0.60 %
6313 Training Labor	2,513.64	1.36 %
6314 Direct Labor - BOH	27,142.03	14.65 %
6315 Overtime Labor - BOH	2,582.55	1.39 %
6510 Payroll Taxes	5,445.22	2.94 %
6530 Vacation Pay	0.00	0.00 %
6540 Parking	200.00	0.11 %
6550 Uniform Allowance	-70.00	-0.04 %
6560 Continuing Education	440.00	0.24 %
6570 Group Insurance	195.40	0.11 %
6580 Workers Compensation	431.33	0.23 %
6615 Payroll Processing Fees	60.00	0.03 %
<b>Total A. Payroll Expenses</b>	<b>57,928.74</b>	<b>31.28 %</b>
B. Controllable Expenses		
6500 3rd Party Delivery Expense	5,061.15	2.73 %
6710 Operating Lease/Rentals	390.08	0.21 %
6750 Trash Removal	-33.91	-0.02 %
6790 Other Contracted Services	300.00	0.16 %
7000 Register Over/Short	-96.17	-0.05 %
7010 China/Glassware/Silver	370.09	0.20 %
7040 Cleaning Supplies	294.66	0.16 %
7045 Dish Chemicals	332.29	0.18 %
7060 Linens	823.80	0.44 %
7090 Menu/Guest Check/POS Supplies	9.90	0.01 %
7105 To Go Supplies	2,296.24	1.24 %
7106 Catering Supplies	3,479.94	1.88 %
7110 Operating Supplies F&B	1,939.76	1.05 %
<b>Total B. Controllable Expenses</b>	<b>15,167.83</b>	<b>8.19 %</b>
C. General & Administrative		
7190 Other Contracted Services-Admin	1,063.05	0.57 %
7195 Accounting Services	2,500.00	1.35 %
7230 Licenses & Permits	1,111.48	0.60 %
7250 Credit Card Commissions	4,116.64	2.22 %
7256 Employment Ads	90.00	0.05 %
7270 Dues & Subscriptions	0.00	0.00 %
7285 Gen. Liab Insur/Key Man	2,443.07	1.32 %
7290 Legal & Professional Services	1,600.00	0.86 %
7350 Tele/internet/cable	1,375.82	0.74 %
7360 Travel	432.74	0.23 %
<b>Total C. General &amp; Administrative</b>	<b>14,732.80</b>	<b>7.95 %</b>

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D. Advertising and Promotion		
7430 Local Advertising & Promotion	3,350.00	1.81 %
7435 Advertising & Marketing	725.26	0.39 %
<b>Total D. Advertising and Promotion</b>	<b>4,075.26</b>	<b>2.20 %</b>
E. Repair & Maintenance		
7500 Repairs & Maintenance	2,906.38	1.57 %
7640 R&M - Electric	186.86	0.10 %
7695 Cleaning Service	3,680.00	1.99 %
7710 Maint Contract - HVAC & Refrigeration	625.00	0.34 %
7750 Pest Control	85.00	0.05 %
<b>Total E. Repair &amp; Maintenance</b>	<b>7,483.24</b>	<b>4.04 %</b>
F. Utilities		
7810 Electricity	1,719.23	0.93 %
7820 Gas	381.86	0.21 %
7830 Water & Sewer	389.00	0.21 %
7840 Firewood	330.61	0.18 %
<b>Total F. Utilities</b>	<b>2,820.70</b>	<b>1.52 %</b>
G. Facility Expense		
8010 Rent & Lease	12,730.64	6.87 %
8015 Common Area Maintenance	2,315.00	1.25 %
8020 Property Insurance	132.00	0.07 %
8030 Property Taxes	3,671.46	1.98 %
<b>Total G. Facility Expense</b>	<b>18,849.10</b>	<b>10.18 %</b>
<b>Total Expenses</b>	<b>\$121,057.67</b>	<b>65.36 %</b>
NET OPERATING INCOME	<b>\$6,190.63</b>	<b>3.34 %</b>
Other Expenses		
8101 Interest Income	-217.43	-0.12 %
<b>Total Other Expenses</b>	<b>\$ -217.43</b>	<b>-0.12 %</b>
NET OTHER INCOME	<b>\$217.43</b>	<b>0.12 %</b>
NET INCOME	<b>\$6,408.06</b>	<b>3.46 %</b>